

## Message Text

UNCLASSIFIED

PAGE 01 DAMASC 02432 010828Z  
ACTION NEA-10

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-----122394 010849Z /23

R 010516Z MAY 78  
FM AMEMBASSY DAMASCUS  
TO USDOC WASHDC  
AMEMBASSY ATHENS  
INFO SECSTATE WASHDC 7818

UNCLAS DAMASCUS 2432

E.O. 11652: N/A

TAGS: BEXP, BPRO, BTRA, SY

SUBJ: INTEREST OF SYRIAN BUSINESSMAN IN CONTACTING U.S. FIRMS  
RE ELECTRIC POWER GENERATION AND TRANSMISSION AND OTHER  
PROJECTS.

1. EMBASSY HAS BEEN CONTACTED BY MR. HANI SAWAF, A CONSULT-  
ING ENGINEER AND FORMER SYRIAN MINISTER OF ELECTRICITY WHO  
HAS REQUESTED ASSISTANCE IN CONTACTING VARIOUS U.S. EQUIP-  
MENT MANUFACTURING AND CONSTRUCTION FIRMS. MR. SAWAF EXPLAIN-  
ED THAT HE IS INTERESTED IN SEVERAL PROJECTS NOW SCHEDULED  
IN THE SYRIAN FIVE YEAR PLAN. THESE PROJECTS INCLUDE: SUPPLY  
OF TRANSFORMERS (EST. VALUE \$3 MILLION), RURAL ELECTRIFICATION  
(\$200 MILLION), TRANSMISSION LINES AND SUBSTATIONS (\$45 MILLION),  
GAS TURBINES (\$3 MILLION), SEVERAL STEAM POWER GENERATING  
FACILITIES (TOTAL EST. VALUE \$450 MILLION), AND NUCLEAR POWER  
GENERATION (\$800 MILLION). IN ADDITION, MR. SAWAF EXPRESSED  
INTEREST IN REPRESENTING U.S. FIRMS IN THE FIELDS OF RAIL-  
ROADS, IRRIGATION AND LAND DEVELOPMENT, IRON MINING, AND  
WATER SUPPLY SYSTEMS.

MR. SAWAF IS A PARTNER IN A LARGE CONSULTING FIRM.  
HIS FORMER POSITION AS MINISTER OF ELECTRICITY GIVES  
HIM NUMEROUS CONTACTS, MAKING HIM A POTENTIALLY USEFUL  
REPRESENTATIVE FOR U.S. COMPANIES. HE WISHES TO CONTACT  
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U.S. EQUIPMENT SUPPLIERS AND CONSTRUCTION COMPANIES  
CONCERNING PROJECTS OUTLINED ABOVE, AND HAS EXPRESSED  
A WILLINGNESS TO TRAVEL TO THE U.S. AND ELSEWHERE WITH-  
IN TWO MONTHS TO MEET WITH INTERESTED COMPANIES.

3. ACTION REQUESTED: REQUEST ADDRESSEES CIRCULATE NEWS  
OF MR. HANI SAWAF'S INTERESTS AMONG RELEVANT U.S.

EQUIPMENT SUPPLIERS AND CONTRACTORS. FIRMS SHOULD BE ADVISED TO CONTACT, MR. SAWAF EITHER THROUGH AMEMBASSY DAMASCUS, ECON SECTION, DANNIS MICHAUD, COMMERCIAL OFFICER, OR DIRECTLY AT THE FOLLOWING ADDRESS: HANI SAWAF, P.O. BOX 3858, DAMASCUS, SYRIA, TELEX: 19142 SY TEL: 331226.

4. FYI-IN VIEW OF CURRENT SCHEDULE PROVIDED BY MR. SAWAF RE PROJECTS OUTLINE ABOVE, ADDRESSEES SHOULD CONCENTRATE EFFORTS ON COMPANIES/CONTRACTORS RELATED TO TRANSFORMERS, RURAL ELECTIRIFICATION, TRANSMISSION LINES AND SUBSTATIONS, GAS TURBINES, AND WATER SUPPLY SYSTEMS.  
PELLETREAU

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## Message Attributes

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